

Company Location

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Company Overview

IBI is a six-year old Tempe, AZ-based company with an exceptional track record in the development and use of mass spectrometry-based approaches for the characterization of proteins retrieved directly from human biological fluids and extracts. Since its inception, IBI has been successful in maintaining a revenue stream in the form of government grants/contracts and Client Services, which has ultimately resulted in a fully operational service facility backed by proprietary proteomics approaches and corresponding intellectual property protection.

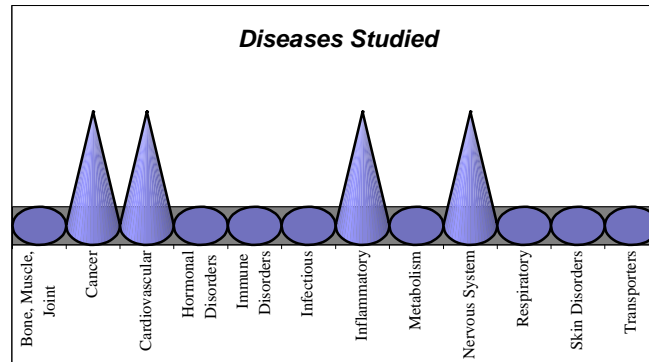
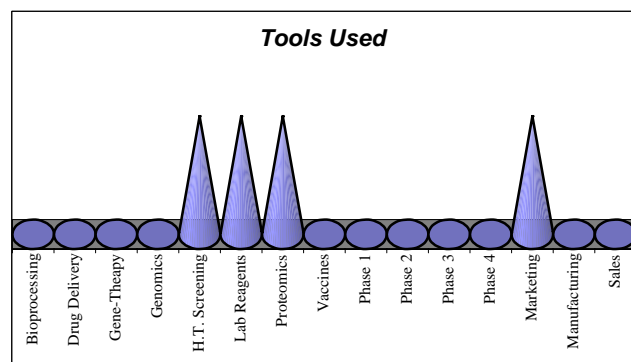
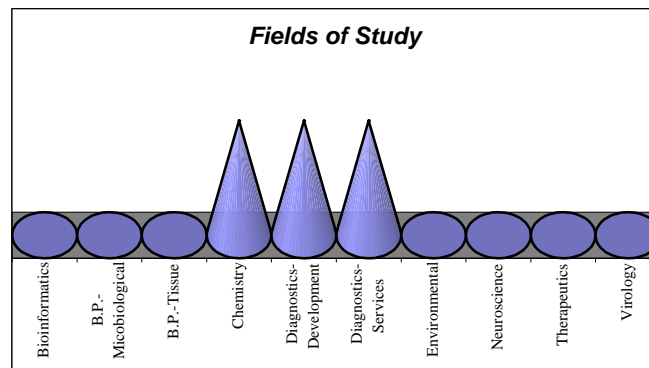
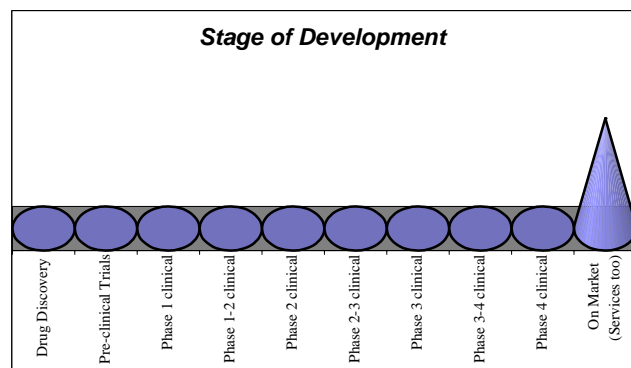
Expertise

Number of Employees	9
PhD	6
MS	0
Other Degreed	1 MBA

Specific Scientists

1. Randall W. Nelson, Ph.D.
2. Dobrin Nedelkov, Ph.D.
3. Kemmons A. Tubbs, Ph.D.

Core Competencies



Business Outlook

Mission Statement

Intrinsic Bioprobes, Inc. is the world's foremost developer, manufacturer, and marketer of high-throughput, high-sensitivity, mass spectrometry-based products capable of characterizing full-length proteins directly from complex biological mixtures. IBI's patented technologies are specifically designed to expedite the search for structural and quantitative modulations in proteins that are related to disease. We offer outstanding service to customers in the proteomics segments of the life-science industry through Client Services and Collaborations at our in-house research facilities

Commercialization Strategy

IBI offers services in the proteomics market, and follows a Three-Phase Business Model/Commercialization Strategy. Phase I, on the immediate horizon, is Client Services, where in-house contract research is performed for biotech clients. This Phase capitalizes on past R&D efforts in developing the MASSAY[®] system and provides returns of revenues, intellectual property and longer-term Collaborations. Phase II, on the 2-5 year horizon, is that of Collaborations, essentially the scaling of select Client Services into more concerted research efforts or in-depth applications (e.g., larger proteomics studies or biomarker monitoring through clinical phase trials). Phase III, on a 10-year

horizon, is that of using IBI technologies in the personalized medicine arena, where the technologies/IP are used either diagnostically in predicting disease, or for phenotyping in the administration of therapeutics. The key component of Phase III is intellectual property, which is generated along two paths; client proprietary, in which the IP is generated during Client Services/ Collaborations and (co)owned with clients – or IBI proprietary, where the IP is generated and owned by IBI.

Competition: Main technical competition: Utilizing an integrated instrument supplier model, Ciphergen Biosystems has focused on analysis of interactions among a limited number of abundant proteins. However, they do not have high throughput capability, or sensitivity to analyze low levels of proteins. Among genomic and proteomic scientists, it is well known that certain low abundance proteins are some of the most interesting candidates for therapeutic intervention.

Problems The single largest problem has been the recent market downturn, which has resulted in less available revenues in the pharmaceutical sector for external R&D projects.

Products and Services

Patents *What Patents:* Entire Portfolio--currently in negotiations to sub-license to large companies

Describe: IBI's patent estate covers devices and methods for the high-throughput isolation and processing of proteins directly from biological milieu for qualitative and quantitative analyses.

****Seven Issued US Patents, One Issued Foreign Patent, and 14 pending US Patent applications****

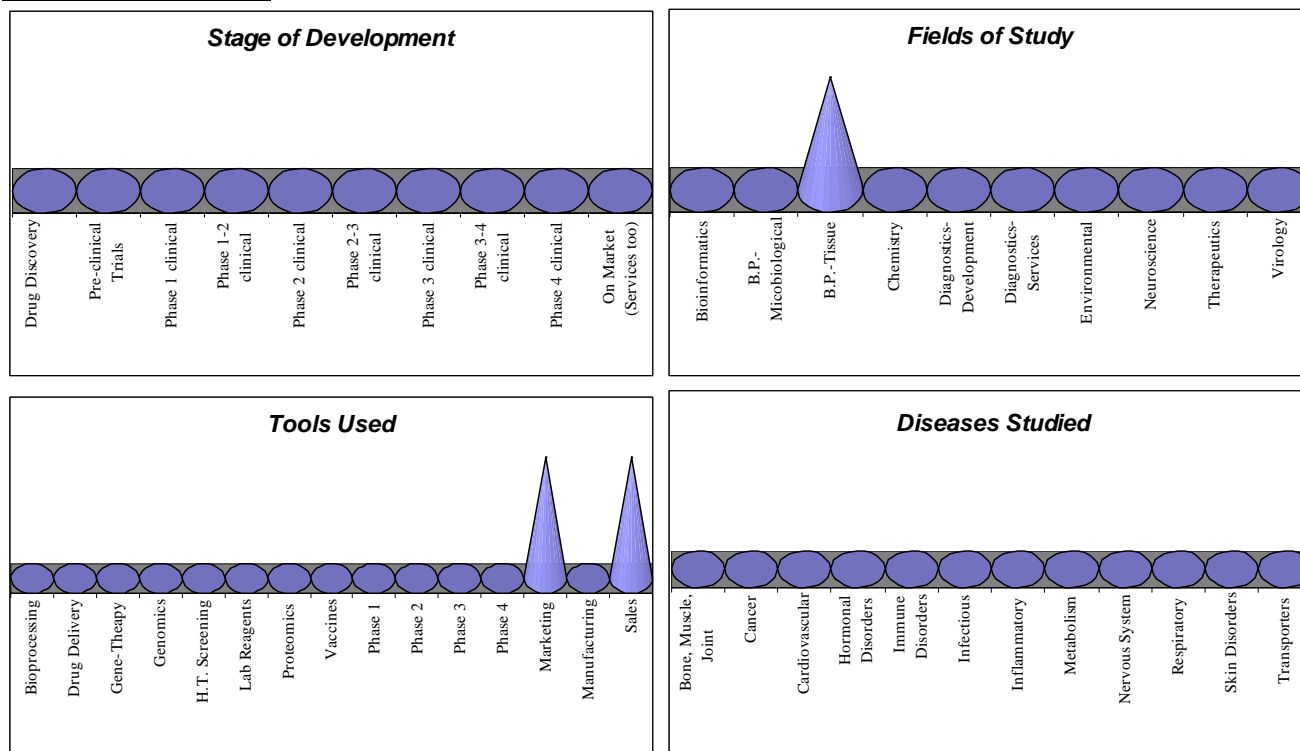
Professional Services *Which Services:* Clinical Proteomics, biomarker discovery.

Describe: Population screening for diagnostic/prognostic serum and urine-borne markers associated with disease and treatment.

Research *What Research:* Currently performing contract research and collaborations with industrial and academic clients.

Describe: Generally, biomarker discovery and rigorous characterization of human serum and urine proteins.

Needs and Interests



Synergistic or Strategic Opportunities

Where would the best partners be located? In the US, preferably West Coast

What kinds of partnerships are of interest? Other than contract research, IBI is open to partnering with a large instrument/tool provider for the scaled manufacture and widespread distribution of our proprietary proteomics devices.

When would the company want to partner? Q1, 2004

Why would it be good for this company to partner? Increased revenues into IBI and accelerated supply of tools to proteomics market.

What kind of companies would be good partners? Bioanalytical platform and instrument manufacturer.